



**Solicitation Number:** EPS060014  
**Solicitation Name:** Telecommunications Carrier Services  
**Procurement Officer:** James Scarboro

**Document Name:** Solicitation Attachment 1.2. Solicitation Amendments

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## AMENDMENT NO. 6

The solicitation is hereby changed as follows.

- 1) Solicitation Questionnaire No. 1 – Prices and Pricing, 1.4. Sample Order Pricing spreadsheet in the RESPONSES table, has been changed as described below.
- 2) Solicitation Questionnaire No. 3 – Capacity of Offeror, 1.5.4. Legal and Regulatory Actions, has been added.
- 3) No further Solicitation Amendments are anticipated.
- 4) Questions and State Responses, see the following.

**Question:** Contract Attachment 4.3 Purchase Orders. While completing the Sample Order Form, we found that the address for Graham County is the same address as for Greenlee County. Please provide the correct addresses for both counties.

**State Response:** The new address for Greenlee is: Customer: ADOT; Address: 3-Way Junction Hwy 75/78, Clifton, AZ. The address for Graham stays the same. Please reference the updated Sample Order Pricing spreadsheet.

**Question:** Solicitation Questionnaire 3: 1.3.4 "Local Presence & Proximity to customers" in the response section is not a question included in the instructions.

**State Response:** The Questionnaire Response table has been updated – 1.3.4 Local Presence and Proximity to Customers, has been removed.

**Question:** I also have a question around exceptions as based on wireless restrictions such as Line of Sight and Distance Limitations. Please let me know how these should be handled.

**State Response:** All exceptions shall be described in the Questionnaire responses. Any additional information needed should be referenced in that response and attached to the Offer.

**Question:** How should case by case incidentals be handled such as out-of-the-ordinary tower build-outs need to achieve the height to install a link?

**State Response:** Case by case incidentals shall be included in the appropriate Line Item Category, in the Pricing Schedule spreadsheet. Offerors may add further rows within any such Line Item Categories.

**Question:** Please confirm whether the option to provide a certified check for the Offeror Bond is still acceptable. If yes, please respond with how we provide that check to you to meet the requirements of the solicitation. For example, would we just simply bring the check to your office on or before 11/4 at 3:00 pm?

**State Response:** Yes. Offerors may submit a check (Bid Deposit) in lieu of an Offer Bond (Bid Bond). All such checks shall be submitted to the Procurement Officer on or before the date and time that Offers are due in response to the Solicitation.

**Question:** Contract Attachment 1.1: Offer and Acceptance Question 4 under Certification: "The offeror certifies that the above referenced organization IS (IS OR IS NOT) a small business with less than 100 employees or has gross revenues of \$4 million or less." 1) The question indicates that a small business is defined by either <4M in revenue or <100 employees. These are not the same criteria used by the Small Business Administration and as such we are unsure if we qualify as small business or not. Please let us know if fulfilling only one of the requirements in question 4 qualifies the vendor as a small business in the eyes of the State or if you must be fulfill both requirements and/or be certified by the Small Business Administrations guidelines? 2) Is there any advantage for minority owned business in this solicitation?



State Response: The definition of a small business in Arizona is given by A.R.S. 41-1001, number 19. A small business must have less than 100 employees or have gross revenues of \$4 million or less. As the value of the resulting contract(s) shall exceed the formal solicitation threshold, there is no objective advantage to Offerors that are small, women or minority owned under this Solicitation.

Question: As the information contained in the attachments is also duplicated in the Solicitation Questionnaires, do we have to put identical responses in both documents (Solicitation Questionnaire and Attachment) or can we respond to either one?

State Response: Please make all responses in the Questionnaire when possible and an attached document when an answer in the questionnaire is impossible (for example, the pricing workbook).

Question: On the carrier RFP pricing spreadsheet there are some categories where we need to caveat some items, i.e., "pricing assumes that the service location is on net" or "off net locations will be priced on an ICB basis" etc.

State Response: The State included a section in the Solicitation Questionnaire No. 1 – Prices and Pricing entitled Pricing Terms, with a corresponding Pricing Terms section in Contract Attachment 3. Prices and Pricing. In accordance with the instructions in the Solicitation Questionnaire, Offerors shall place their Pricing Terms, or "caveat verbiage" in these sections.

Question: The only place where we are allowed to input information is in the pricing areas. We would ask that the spreadsheet allow us to input our caveat verbiage so that we can clarify when necessary.

State Response: See previous State Response.

Question: Under Product and Services Cat. Sec 1 Products: We wanted to clarify input requested in the section (ex. below) What kind of data are you looking for under the fields....Offeror Response with corresponding language..... Are you looking for Marketing, T and Cs etc..... 1.3.1 Category Two - Unregulated Transport Services. Offeror Response with corresponding language in the Contract Attachment

State Response: Offerors shall place their entire response into the Questionnaires. Questionnaire No. 2 – Terms, Conditions and Requirements pertains to the Contract Terms and Conditions and the Contract Attachment Requirements. Offerors shall input their entire response into the Questionnaire as instructed – including all descriptions, literature and Contract language. As instructed in the Questionnaire, Offerors shall then place the Contract language into the respective Contract Attachment, such that the Questionnaire contains the Offeror's entire response and the Contract Attachment contains only their Contract language encapsulating and operationalizing their response.

Question: The Solicitation Attachment 1.2. Solicitation Amendments document states that the pricing spreadsheets have been edited. Can you provide the edited spreadsheets, they weren't included in the document?

State Response: The edited spreadsheets are now the only spreadsheets in Spirit. Please re-download the workbooks if you do not have the edited ones or are unsure if you have the latest versions. The latest pricing workbook has no table number references. The latest sample pricing workbook has different addresses for Graham and Greenlee counties.

Question: The Long Distance Outbound voice service - Dedicated price table(s) is locked on all the spreadsheets (ex: Apache - Excel cell B706). Are these tables supposed to be locked - if not – please unlock and resend?

State Response: You are using an outdated pricing workbook (from a previous version of the Solicitation). That error has been fixed. Please re-download the pricing workbook to make sure you are filling out the correct information.

Question: [Prospective Offeror] cannot provide a single flat rate for International pricing, can we submit an addendum with dedicated outbound rates for all International countries?

State Response: Yes. Please clearly identify the additional rates in the Offer.

Question: [Prospective Offeror] would like to provide prices on Solicitation # EPS060014. [We are] a small ILEC. Neither our tariffed nor non regulated services translate well into the state Prices and Pricing Schedule. Can we make the submission on another form we have?

State Response: As Contracts are awarded based on competition, the State needs a reasonably common ground from which to compare prices submitted in response to the RFP. For this reason, we included the Sample Offer Pricing spreadsheet in addition to the Pricing Schedule. Offerors should provide prices and prices for all applicable services, in accordance with one or all of the three Line Item Categories. The State will consider services offered that do not translate neatly into the State's Pricing Spreadsheet, so long as the proposed services otherwise meets the specifications of the larger and more general Line Item Category.



All other instructions, terms conditions and requirements remain unchanged.

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**AMENDMENT NO. 5**

The solicitation is hereby changed as follows.

- 5) Solicitation Questionnaire No. 2 – Terms, Conditions and Requirements, has been changed. See the Questions and State Responses below regarding these changes.
- 6) Contract Terms and Conditions, 4.5 Acceptance, has been changed.
- 7) Questions and State Responses, see the following.

Question: Which Articles under A.R.S. Titles 35 and 41 need consideration for meeting the above [reference to Billing and Payment Periods] requirement?

State Response: In accordance with ARS 41-251(E) payment for any services shall not be made unless pursuant to a fully approved written contract. ARS 35-342(A), establishes that any agency which purchases or procures goods and services from a nongovernmental entity on account shall pay the account in full within thirty days after receipt of goods or services and correct notice of amount due in writing to the agency.

Question: Section 7, Contract Attachment 2.4.2 Service Levels - Numbering for 1.4 through 1.6 in the questionnaire does not match numbering in Contract Attachment

State Response: The Questionnaire has been corrected.

Question: Section 12, Contract Attachment 4.6 Billing & Payments - Numbering in the questionnaire does not match the Contract Attachment.

State Response: The Questionnaire has been corrected.

Question: Section 13, Contract Attachment 4.8 Dispute Resolution - The questionnaire is missing Sections 2, 2.1, and 2.2 from the Contract Attachment

State Response: The Questionnaire has been corrected.

Question: Section 14, Contract Attachment 5 Contract Administration - The questions in the questionnaire do not map to the Contract Attachment

State Response: The Questionnaire has been corrected.

Question: Section 16, Contract Attachment 5.3.3 Subcontractors - Numbering in the questionnaire starts with 2, whereas numbering in the Contract Attachment starts with 1.

State Response: The Questionnaire has been corrected.

Question: Section 18, Contract Attachment 5.3.16.8 Insurance - Numbering in the questionnaire does not match numbering in Contract Attachment

State Response: The Questionnaire has been corrected.

Question: Section 18, Contract Attachment 5.3.16.8 Insurance - Questionnaire is missing Sections 1.2.1, 1.2.2, 1.2.3, and 1.9.2 from the Contract Attachment

State Response: See previous State Response.





Question: On the pricing sheets for Wireless (TABLE A.2.6.2), I am not aware of there being USOC codes for wireless. If there are, could you point me in the right direction?

State Response: USOC codes are created by the industry and not by the State. As such the State is not aware of all USOC codes. If a carrier does not use USOC codes or cannot find any applicable USOC codes leave the spaces blank.

Question: Also, I am assuming that TABLE A.2.6.1 is for Point-to-Point Connectivity Services, TABLE A.2.6.3 is for last mile connectivity for bandwidth.

State Response: Unregulated Transport Services – xDSL and – Cable based are both set up to allow Offerors to propose pricing for both synchronous and asynchronous services. The first table was A.2.6.1 but now numberless with new pricing workbook released in Amendment 4. This table asks for rates for synchronous services where "To User" is download speed and "From User" is upload speed. The second two tables assume that either the upload or download speeds are fixed. This is to allow offerors to propose competitive packages. If an offeror does not have asynchronous packages, either leave these tables blank or refer to the first table.

Question: What is TABLE A.2.6.2 for? I guess I am not quite getting the "To User - From User" vernacular as it relates to the less conventional wireless world.

State Response: See previous State Response.

Question: We offer services not included in the Unregulated Transport Services-Other Wireless sheet (Ethernet and OC-x rates in addition to those listed on the spreadsheet). Should we add rows to the spreadsheet to accommodate these additional rates or simply bid the 5 rates requested?

State Response: Offerors should respond to all or as many of the 5 rates as possible, with any additional services listed alongside these rates, so long as they are contained in the appropriate line item category.

Question: On pricing, we use a matrix made up of the CIR required, the number of sites served and the number of intermediate relays needed to connect any two sites. Can we submit that matrix in place of the linear model in the spreadsheet?

State Response: No. The CIR may be used to calculate the requested rates and attached to the Pricing Schedule spreadsheet but the Sample Offer Pricing spreadsheet needs to be filled out in its current form for evaluation purposes.

Question: Section 2, Contract Terms & Conditions. 3.2 Applicable Taxes. "...Contractor shall, and require all subcontractors to hold the State harmless from any responsibility for taxes, damages and interest, if applicable, contributions required under Federal, and/or state and local laws and regulations and any other costs including transaction privilege taxes, unemployment compensation insurance, Social Security and Worker's Compensation...." – Does the State intend to pay USF, which funds the E-Rate program?

State Response: Yes.

Question: Section 2, Contract Terms & Conditions. 4.5 Acceptance: The first part of the requirement contradicts the second part of the requirement. Please see [Prospective Offeror] suggested modifications below. Does the State agree to this? If no, please clarify what you require. [Prospective Offeror provides edited version of the State's Clause].

State Response: The State cannot engage prospective offerors in the manner suggested. The State has however, reviewed the clause in question, Contract Terms and Conditions, 4.5. Acceptance, and has clarified it.

Question: Section 2, Contract Terms & Conditions 5.1.3 Price Adjustment – Who is required to pay the external consultant – AZ or [Prospective Offeror]?

State Response: The State will pay for external auditors.

Question: 1.7.7.1.1 Offer Bond: This is a question in the Solicitation Instructions A3, but the question is not in the Solicitation Questionnaire. We will have one contract with [number] separate Company entities that are individually responsible for their own liability. Can we provide one Offer/Bid Bond to include all three Company entities, or do we need to provide a separate Offer/Bid Bond per Company entity?

State Response: Solicitation Questionnaire No. 4 – Solicitation Instructions has been corrected. Offerors composed of multiple firms submitting a single proposal in response to the Solicitation may submit a single Offer Bond.





However, an Offeror composed of multiple entities shall have a single identity (lead entity, partnership or other corporate form) with respect to their Offer. And therefore, a Contractor composed of multiple entities shall have a single identity (lead entity, partnership or other corporate form) with regard to their Contract. The multiple entities composing an Offeror or Contractor may allocate the costs associated with the single identity at their discretion, the single Offeror identity shall be responsible for their Offeror and the single Contractor identity shall be responsible for their Contract. Therefore, specifically, the State will not allow multiple entities under a single Contract to be individually responsible for their own liability.

Question: Contract Attachment 3.0 Prices & Pricing. The pricing documents, Sample Order Form do not require non-recurring charges. Do we need to provide only monthly recurring charges or does the State want non-recurring charges as well?

State Response: Provide any charges, recurring and non-recurring, that would apply to the orders in the Sample Order Pricing spreadsheet assuming that the orders listed are new orders to the Prospective Offeror. Please include a full list of non-recurring charges in the Pricing Schedule spreadsheet.

All other instructions, terms conditions and requirements remain unchanged.

#### AMENDMENT NO. 4

The solicitation is hereby changed as follows.

- 8) The Due Date is changed to November 15, 2005, by 3:00 PM MST.
- 9) Solicitation Questionnaire No. 1 – Prices and Pricing, 1.5.1. Pricing Schedule and 1.5.4. Sample Order Pricing, have been changed.
- 10) Contract Attachment 3. Prices and Pricing, 1.1 Pricing Schedule.
- 11) Questions and State Responses, see the following.

Question: The RFP makes no mention of basic local phone service; POTs lines (1FBs). There is growing competition for this basic service, and the Political Subdivisions across Arizona have thousands of them. There are carriers that can provide competitive solutions for these local lines and new technologies like VOIP that can replace them. Allowing competitors to bid on POTs lines will encourage new players in the game and cost justify investment by these carriers in other areas like infrastructure build-out which benefits the state. Have these services been included under an existing Category or can these services be added to the RFP?

State Response: State Response: The Pricing Schedule and the Sample Order Pricing spreadsheets have been changed to include 1FBs as well as DS0s.

Question: The format on the 1st tab, Apache County, is notably different from the other tabs, all of which appear to be the same. Also, there is no section numbering scheme on the Apache tab, whereas, all other tabs have a numbering scheme.

State Response: The Pricing Schedule spreadsheet in the Solicitation Questionnaire and in the Contract Attachment has been edited.

Question: The Apache County tab has a section for some value-added services; lines 889 - 905. a. How can this list be expanded? There are a vast array of value-added products and services that [Prospective Offeror] can offer the State of Arizona. b. Where do we attach the additional pricing schedules so that they are seen and evaluated?

State Response: Offerors may add further Products and Services to the Pricing Schedule in an addendum, so long as they fall within the Line Item Categories as defined herein, and they are listed alongside similar Products and Services. Alternate and additional Products and Services must be within the Scope of the RFP.

Question: There is no pricing table for dedicated point to point private line [digital] which is currently deployed under regulated services.

State Response: The Pricing Schedule spreadsheet embedded in the Solicitation Questionnaire and in the Contract Attachment has been changed. Dedicated lines have been added in the Frame Relay table.



Question: On the pricing spreadsheets we are instructed not to include Transport pricing. Where should we include the transport component of our pricing?

State Response: The Pricing Schedule spreadsheet has been changed and re-released in Amendment 4. The new version should answer all transport questions.

Question: Where should we include pricing for services beyond the scope of the spreadsheet, i.e., DIA above 95 Mg, Integrated T1, Extended Native LAN Service, Voip Trunking etc?

Offerors may add further Products and Services to the Pricing Schedule so long as they fall within the Line Item Categories as defined herein, and they are listed alongside similar Products and Services. Alternate and additional Products and Services must be within the Scope of the RFP.

Question: Is voice pricing inclusive of transport? If not, where does that voice transport pricing go?

State Response: The Pricing Schedule spreadsheet has been changed and re-released in Amendment 4. The new version should answer all transport questions.

Question: We didn't see any pricing pages for point to point transport services, i.e., mileage based transport. Where should we include that pricing?

State Response: The Pricing Schedule spreadsheet has been changed and re-released in Amendment 4. The new version should answer all transport questions.

Question: Solicitation Attachment 1.2. 1. Solicitation Questionnaire 1 is now Prices & Pricing, 2. Solicitation Questionnaire 2 is now Terms, Conditions, and Attachments, 3. Solicitation Questionnaire 3 is now Capacity of Offeror, 4. Solicitation Questionnaire 4 is now Solicitation Instructions. Is this correct?

State Response: Yes

Question: Solicitation Instructions: Solicitation Phase One/1.7.7.5 Acknowledgment of Solicitation Amendments - Where are we required to acknowledge amendments in the SPIRIT Tool?

State Response: Offerors shall acknowledge all Solicitation Amendments in their response to Solicitation Questionnaire No. 4 – Solicitation Instructions. The Response Table in the Questionnaire lists each of the Instructions contained in the Special Instructions, one of which is the Solicitation Amendments instruction.

Question: Section 5, Contract Attachment 2.1 - Can we add rows to the Questionnaire and the Contract Attachment to address additional services we will be proposing in response to AZ's requirements?

State Response: Offerors may add further Products and Services to the Pricing Schedule so long as they fall within the Line Item Categories as defined herein, and they are listed alongside similar Products and Services. Alternate and additional Products and Services must be within the Scope of the RFP.

Question: Contract Attachment 1.1: It still states in the first paragraph that a signature certifies Small Business status.

State Response: Question 4 asks for Small Business Status. A company either IS or IS NOT a Small Business. The signature will certify the Small Business Status the company claims in question 4.

Question: [Prospective Offeror] requested NPA-NXX by County to complete the pricing sheets. The State provided all NPA-NXX in AZ. Do you have a NPA-NXX spreadsheet by County?

State Response: The State does not have any such spreadsheets. The provided spreadsheets include the cities. The State has also provided a spreadsheet of cities and counties. This may not include all cities in the provided NPA-NXX worksheets.



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All other instructions, terms conditions and requirements remain unchanged.

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### AMENDMENT NO 3.

The solicitation is hereby changed as follows.

- 1) Solicitation Instructions, was changed.
  - 1.1. Solicitation Instructions, Purpose subsection through Non-Recurring Charges, have been revised.
  - 1.2. Solicitation Attachment 1.2. Solicitation Amendments, was added
  - 1.3. Solicitation Attachment 1.7.7.1.1. Offer Bond, was added
- 2) Solicitation Questionnaire No. 1 – Solicitation Instructions, title was changed.
- 3) Solicitation Questionnaire No. 2 – Prices and Pricing, was changed
  - 3.1. 1.5.2. Prices and Pricing Method of Approach, was added.
  - 3.2. 1.5.4. Sample Order Pricing was added
  - 3.3. Response Table was added.
- 4) Solicitation Questionnaire No. 3 – Contract Terms, Conditions and Attachment Requirements, was changed.
- 5) Solicitation Questionnaire No. 4 – Capacity of Offeror, was changed.
- 6) Contract Terms and Conditions, all Contract Attachment references were updated.
- 7) Contract Attachments, numbering were corrected.
- 8) Questions and State Responses, see the following.

Question: [Prospective Offeror] and our partners would like to request an extension on the response due date to 11/22/05.

State Response: At this time, the due date remains unchanged.

Question: [Prospective Offeror] would like to respond as our partnership name, [Perspective Proposal Contents], as opposed to [Prospective Offeror]. Is this possible?

State Response: Yes. However, the Capacity of Offeror section will have to examine the respective capacities of all partners – as the partnership may be untested as an entity and would have no record of part performance. A prime entity or subcontractor must be identified, with their distinguishing responsibilities well-defined. Such a Partnership would be treated as a single entity with one Profile in SPIRIT. Prospective offerors should take into consideration the complexity of managing a partnership of this nature and provide with their proposals additional assurances to the State of their ability to perform under any resulting Contract.

Question: EPS060014-A2 Should [Prospective Offeror] disregard this document for purposes of our response?





State Response: The PDF documents, (EPS060014-A1.pdf, EPS060014-A2.pdf, EPS060014-A3.df, and subsequent PDF documents continuing this naming scheme) are automatically generated by SPIRIT and are formatted differently than the documents that compose the RFP. These PDFs shall be disregarded for the purposes of this solicitation.

Question: Uniform Instructions, Evidence of Intent to be Bound. This is a similar document to Contract Attachment 1.1. Which document does [Prospective Offeror] need to acknowledge? Under the "Offer" header, it says "...signature also certifies Small Business Status." Yet #4 in this version gives the option to state whether we are not a small business. #4 in Contract Attachment 1 does not give this option. As [Prospective Offeror] is not a small business, we would like to request that Arizona re-submit this form to us without the small business declaration requirement.

State Response: Contract Attachment 1.1 Offer and Acceptance, has been changed.

Question: Solicitation Instructions, Management & Flexibility Subsections. Both reference sections of a Services Agreement. [Prospective Offeror] did not receive a copy of the Services Agreement. If it is necessary that we agree to these requirements, we will need a copy of the referenced Services Agreement.

State Response: Solicitation Instructions, Management and Flexibility subsections, have been changed.

Question: 1. Solicitation Phase One, 1.7 Submission of Offer. 1.7.7.1 Solicitation Questionnaires. 1.7.7.1.1 Offer Bond. The last sentence states "All bid bonds must be executed on forms substantially equivalent to Enterprise Procurement Services Division." [Prospective Offeror] did not receive the referenced form(s). Contract Attachment 5.4.16.6 requires a Performance Bond. Does Arizona want [Prospective Offeror] to submit both an Offer/Bid Bond and Performance Bond? Is the Performance Bond the form that you want the Offer/Bid Bond executed on? 1.7.7.5 Acknowledgement of Solicitation Amendments – Where is [Prospective Offeror] required to acknowledge amendments in the SPIRIT tool?

State Response: Solicitation Instruction 1.7.7.1.1. Has been changed.

Question: Solicitation Questionnaire 3, 5. Solicitation Questionnaire Instructions – Contract Attachment 2.1.1 Products & Services. The Contract Attachment is 2.1. What information is required in response to this Questionnaire versus required in response to Contract Attachment 2.1? Are you looking for descriptions of Products and Services?

State Response: Offerors shall name and describe all Products and Services proposed in the Solicitation Questionnaire. Offerors shall convey these same Products and Services into the Contract Attachment. The Solicitation Questionnaire allows the State to provide Products and Services categories, instructions and additional material without confusing the Contract Documents that may result.

Question: 6. Solicitation Questionnaire Instructions – Contract Attachment 2.2.1. Warranty – The Contract Attachment is 2.4.1.

State Response: Section titles and numbering have been corrected.

Question: 7. Solicitation Questionnaire Instructions – Contract Attachment 2.2.2 Service Levels – The Contract Attachment is 2.4.2.

State Response: Section titles and numbering have been corrected.

Question: 14. Solicitation Questionnaire Instructions – Contract Attachment 5.1 Contract Administration – The Contract Attachment is 5.

State Response: Section titles and numbering have been corrected.

Question: Contract Terms & Conditions. 5.3 General. 5.3.1 Notices – Reference to Attachment 5.3.2 Key Personnel, which is actually 5.4.2. 5.3.2 Key Personnel – Reference to Attachment 5.3.2 Key Personnel, which is actually 5.4.2. 5.3.3 Subcontracts – Reference to Attachment 5.3.3 Subcontractors, which is actually 5.4.3. 5.3.16.6 Performance Bond – Reference to Attachment 5.3.16.6 Performance Bond, which is actually 5.4.16.6 5.3.16.8 Insurance – Reference to Attachment 5.3.16.8 Insurance, which is actually 5.4.15.7.

State Response: Section titles and numbering have been corrected.

Question: Contract Attachment 1.1 Offer & Acceptance. This is a similar document to the "Evidence of Intent to be Bound" in the EPS060014-A2 document. Which document does [Prospective Offeror] need to acknowledge? Under the "Offer" header, it says "...signature also certifies Small Business Status." #4 also says we certify by signing that we are a small business. As [Prospective Offeror] is not a small business, we would like to request that Arizona re-submit this form to us without the small business declaration requirement.



State Response: See previous response. The Offerors shall express their intent to be bound, at a minimum, in the Offer Form through SPIRIT and in the Contract Attachment 1.1 Offer and Acceptance Form.

Question: Contract Attachment 1.2 Definitions. 1.11 Consortium - References "Provider Partnership," which isn't included in the list of definitions. 1.44 Service Release – The second sentence of this definition requires agreement/compliance. In order to be considered a definition only, [Prospective Offeror] requests that Arizona include only the first sentence.

State Response: 1.11. Consortium. This definition has been removed. 1.44 Service Release, second sentence has been removed.

Question: Contract Attachment 1.2 Definitions. What information is required in response to this Attachment versus in Solicitation Questionnaire 3, Section 5?

State Response: In the Questionnaire, Offerors shall acknowledge the Definitions, taking exception to any they disagree with and adding any that are incumbent upon their Offer. In the Contract Attachment, Offerors shall include any alternate definitions, that they've first cited, explained in the Questionnaire.

Question: Contract Attachment 2.4.1 Warranty. 1.3 Inspection and & Testing - References subparagraphs 3.2.2 through 3.2.4, which do not exist.

State Response: This Term has been changed.

Question: Contract Attachment 3 Prices. 1.2 Pricing Terms – Requests "Offeror Contract Language." What specifically does Arizona require? Price sheets identify categories as Regulated and Unregulated, do you mean for these terms to be Voice and Data? Please define or remove the terms?

State Response: Pricing is the combination of a product or services, their respective quantities in units, over a given period of times. Offerors shall describe these Pricing Terms in the Questionnaire, what they are, how they work and why they are advantageous. Once explained and clarified in the Questionnaire, Offerors will convey these Pricing Terms, into the Contract Attachment(s), without all of the ancillary non-operational narratives and descriptions, e.g., marketing language.

Question: [Prospective Offeror] is requesting permission to submit an appendix for more details (or a breakdown) on the price components that would map back to the State provided pricing spreadsheet. The purpose of the appendix is to provide all USOCs and unit prices that combined would equate to a line item on the State's pricing spreadsheet. This will enable all parties to match each price component to what appears on the billing for the services, easing the ability to audit bills and compare them to the contract rates.

State Response: Yes, so long as the prices and pricing maps back to the Products and Services described in the Line Item Categories and all corresponding cells in the Pricing Schedule are noted and complete.

Question: Contract Attachment 5.4.16.6 Performance Bond. 1.7.7.1.1 of the Solicitation Instructions requires an Offer/Bid bond. Does Arizona want [Prospective Offeror] to submit both an Offer/Bid Bond and Performance Bond?

State Response: Yes. Offerors shall provide an Offer Bond (bid bond) with their Offer. If awarded a resulting Contract, Contractors shall provide a Performance Bond within the period of time cited herein.

Question: The Pricing worksheet in Contract Attachment 3 is protected in the discount area in row 871-873 where I am assuming we need to input our discounts. Can you update the worksheet with the fields unprotected in your forth coming amendment?

State Response: The spreadsheets were released with the password protections included, unapparent to the Procurement Officer. Regardless, the **password to unprotect the spreadsheet is, all one-word, all lower case: askforall**

Question: On the pricing spreadsheet, we would like to assist you by labeling the specific service offerings that we wish to insert in unregulated value added services. But the spreadsheet cells are locked, so we are unable to label our offer. i.e. lines 630/631 on the Apache tab [and on all tabs]. The same is true for all of the broadband services. Can you unlock the label cells, or should we reference the specific lines on each tab in an addendum, or can you recommend another solution.



**Question:** The proposal is to be submitted on the Arizona Procurement Web site. How does the State of Arizona want the Bid Bond to be submitted?

**State Response:** Offerors shall submit the Offer Bond in electronic copy, attached to their Offer in SPIRIT. One way to accomplish this is to create the Offer Bond in hard copy, scan it to an electronic copy, e.g., in PDF format, and Add it to the Attachments section in their Offer.

**Question:** In the Pricing Worksheet the State is requesting that vendors provide data pricing by County. Please provide the NPA-NXX by County for all County and State offices.



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**State Response:** See the following.

**Question:** Attachment 5.2.16.6 - Performance Bond. May the Performance Bond be provided on an annual basis by the Contractors surety or is the bond requirement to provide one bond for the initial term including any subsequent renewal period (total 5 years)?

**State Response:** Yes. So long as the Performance Bond's amount is for the full amount required herein, throughout each respective term.

**Question:** We have made progress in completing 75% of the required response for the State Carrier RFP solicitation EPS060014-A2. However, Contract Attachment 3. Prices and Pricing Schedule is posing a major problem for us in how we can populate our pricing in the attached Excel spreadsheet. Is there some one in your organization that can spend some 30 minutes with us going over the Contract Attachment 3. Prices and Pricing Schedule and what exactly is the State requiring as far as input to the attached spreadsheet?

**State Response:** The Contract shall be Fixed Price. Accordingly, all prices and combinations of prices, or pricing, shall be cited in the contract. The purpose of the Pricing Schedule is to capture all of the prices and pricing that would be available under any resulting Contract.

**Question:** I have a question on RFP EPS060014-A2. When I read the related E-Rate 470 form I see that you are looking for items under Internal Connections (other unregulated value-added products and services). Would this include hardware (such as Voice Mail, IVR's, ACD's, VoIP Telephony) or just hosted solutions?

**State Response:** No. The RFP specified that certain types of network terminating Products (hardware) may be included. Otherwise the resulting Contracts are for Services. USAC (E-Rate) category for Internal Connections, was selected only to cover these limited Products.

**Question:** [Prospective Offeror] offers numerous services within each category, each service carrying an individual price ceiling, floor & discount model. The pricing sheet requests a blanket discount for each of the three Categories. We will endeavor to provide our response in the requested format, but we would like to comment that it may be more appropriate to propose services to the state for your evaluation based on a cost per service basis. This would enable the State of Arizona to select the service at the value that best meets the state's current and evolving needs. We ask for your comment on this.

**State Response:** "Cost per service basis." Is undefined. In accordance with the Arizona Procurement Code, the State cannot ask for Offeror cost data in the presence of competitive proposals. If the Cost you are referring to is the State's cost, we have added Sample Order Pricing section to the Solicitation Questionnaire No. 1 – Prices and Pricing, for this very purpose.

**Question:** The pricing request appears to include the following [Cites Pricing Schedule contents]. Please note in the comments column that several sections appear to be redundant. Can you please clarify the intention here[?].

**State Response:** This was the approach of the Technical Advisors creating the Pricing Schedule spreadsheet. If these redundancies create a problem with your Offer, please specify how. Otherwise, the redundancies are noted.

**Question:** All cells except for pricing cells are locked. Therefore, services that we would like to add that are not included in the spreadsheet cannot be added. Further, if we were to add services, there is no matching evaluation matrix, as described in the pre-conference. So how would your team be able to see and evaluate additional input?

**State Response:** See the response above.

**Question:** The remainder of the tabs do not contain a section for value-added services, that clearly, we would like to offer to all counties.





State Response: The Pricing Schedule embedded in the Solicitation Questionnaire and in the Contract Attachment, is being edited now. A subsequent amendment will include these revisions.

Question: At the Pre-Bid meeting, you mentioned that on last contract there were 9 carriers put on state contract. Will you be awarding multiple providers with state contracts this time too?

State Response: The State is obligated by applicable statute and administrative code to look first to making an aggregate (single) award. However, when it is determined to be in the State's best interest to make multiple-awards, the State may award to as many Contractors as is necessary to meet the State's need. Accordingly, based on historical usage, the State anticipates awarding multiple Contracts as the result of this RFP.

Question: With technology changing, new types of companies, like ISPs, can legitimately provide services like wireless VOIP, which really blends technologies and can move the State of Arizona forward. So will the state consider wireless ISPs as viable providers and potentially put them on state contract?

State Response: The RFP specifies the Services required and their respective quality (service levels). For similar reasons to those references, the State has not specified the medium or facility over which these Services are provided. As the Service

Question: Where do I find a form "substantially equivalent to Enterprise Procurement Services Division"? (1.7.7.1.1). My probable bid bond surety wants to mail the bond directly to you. What address?

State Response: See the previous response. Sureties need not be in the same form as those referenced herein, so long as they include the majority of the data elements and provide the same protection to the State.

Question: In the Contract Terms and Conditions 4.8 refers to "Dispute Resolution". However, in the questionnaire, 4.8 is "Cancellation" and "Dispute Resolution" is 4.9. Should there be some verbiage in the Terms and Conditions addressing cancellation?

State Response: The Cancellation clause, previously in the State's Uniform Terms and Conditions, was consolidated into the Termination clauses included herein. Previously the confusion was between Termination and Cancellation.

Question: In Questionnaire Number 3 on page 12 of 31 there is a "RESPONSES TO: Contract Attachment 2.1.1.Products and Services. We could not locate a 2.1.1. Was it referencing 2.1 Products and Services?

State Response: Yes.

I attended the Pre-offer Meeting on the 4th, and I have reviewed the RFP. Could you clarify whether it would be acceptable to submit some of the pricing as "ICB" (Individual Case Basis) without a specific price? The reason for my question is that often, especially in the rural communities, the solutions to their needs/requests require custom engineering and builds. When addressing these type of needs in the past, we do not know the costs associated with the project, and cannot provide standard pricing, i.e., a pricing list.

State Response: Yes. Individual Case Basis (ICB) pricing may be included in the Pricing Schedule. ICB pricing shall be limited to regulated services only. All non-regulated Services must be priced.

Can you please clarify whether an offeror needs to be a Licensed Contractor (Low Voltage Installation) with the State of Arizona Registrar of Contractors, in order to respond to the State's Telecommunications Carriers Services RFP?

State Response: Answer shall be forthcoming in a subsequent Solicitation Amendment.

Question: [Prospective Offeror] seeks clarification of Contract Attachment 4.7 Billing and Payments 1.9 Billing Agent. In sentence 3, "If Contractor exercises this option, Contractor shall promptly notify Customer in writing of such arrangement for invoicing and collection...." should this actually read "If Customer exercises this option, Customer shall promptly notify Contractor in writing..."?

State Response: Answer shall be forthcoming in a subsequent Solicitation Amendment.

All other instructions, terms and conditions remain unchanged.

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**AMENDMENT NO. 2**

The RFP has been changed in accordance with the following:

1) The Pre-Offer Conference shall be held on Tuesday, October 4, 2005, from 2:00 to 4:00 PM MST. The Conference will be held at the Arizona Department of Administration, 100 N. 15th Ave., Suite 104, Phoenix AZ 85007. Conf. Room 300.

All other instructions, terms, conditions and requirements remain unchanged.

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**AMENDMENT NO. 1**

The RFP has been changed in accordance with the following:

1) RFP Description has been changed.

2) Commodity Code associated with the Line Item in the Price Sheet has been changed.

All other instructions, terms, conditions and requirements remain unchanged.

MTI has read, acknowledged and will comply with all amendments, 1-6.

Roy Napoletano 11-15-05